

MAY WHEAT \$1.29 IN CHICAGO PIT

It Makes Prices for All the
World Markets.

CLEARING HOUSE OF NEWS

Opinion from All Quarters of the
Globe on Production and Consumption
of Cereal Centers in La Salle
Street—Patten Gauges the Conditions
with Great Accuracy.

"May wheat at \$1.29" was the headline over the newspaper dispatches from Chicago last week, and to all the world went the news. In every grain market on the globe the "bulge" in the Chicago market was instantly reflected, for the Chicago pit makes the price of wheat the world over.

Chicago doesn't make the price of wheat because, as many people believe, the pit in La Salle street, the scene of many a stirring speculative drama, gathers together a horde of rich, rash plungers who make prices go up or down by sheer force of money. Nor does the Chicago pit make the price because any considerable part of the actual wheat crop of the country is handled in Chicago. Nor does the pit make the price because the United States raises the bulk of the world's crop, says a writer in the Philadelphia Public Ledger.

The wheat pit, where fortunes are made and lost by daring speculators, makes prices for the world because the pit is the clearing house of the world's opinion of the production and consumption of wheat. All the world's knowledge of the wheat trade, from the Red River to the Danube, from Manitoba to India, is focused in the Chicago wheat pit. The telegraph wires carry instantly to Chicago news and rumors of monsoons in India, rain in Kansas, frost in Minnesota, war clouds in the Balkans, drought in Argentina, failures in Liverpool, "black rust" in Russia—every bit of information that may affect the price of wheat. Chicago knows from day to day the weather in every wheat-producing country on the globe, the shipments from every seaport and inland distributing point, the receipts and deliveries by the railroads, lake boats and ocean steamers, the receipts at elevators and flour mills. Chicago knows just how many acres are sown to wheat in every country in the United States and every country in the world, and knows, besides, day in and day out, in the season, just how this wheat is growing and what its promise is for the harvest. No factor that can have any bearing on prices to-day, to-morrow, or next year is overlooked.

"How Are the Crops?"

The wheat pit focuses this knowledge not only for the speculators in the commodity, but for the world of industry and commerce. Early in the spring the country begins to ask, "How are the crops?" Our prosperity during the twelve months following the harvest depends, in a very large measure, on the answer of this question. Out of the ground comes our wealth. In these years of abundant prosperity the farmer takes from the soil each harvest season products of a value of \$4,000,000,000, and more than a third of this enormous sum represents the two great crops of the West—corn and wheat.

The question, "How are the crops?" becomes each year, therefore, as the harvest time approaches, one of vital importance, and the earlier the knowledge of the size and quality of the crops the more valuable it is to the commercial community. Railway men need to know in advance the outcome of the harvest that they may prepare for the transportation of the crops to the markets. Bumper corn means big tonnage, not only of products from the farms to the consumers, but also of merchandise from the manufacturing towns to the farms, bought by the farmers with their produce. When railway men are assured of big crops they spend millions of dollars for new locomotives and cars and rails, and many millions more for the improvement of their roadbeds and the extension of their lines into new territory. The steel-makers are justly proud of the enormous product of the steel mills of this country is purchased by the railways. When the crops fail the railways and equipment, and steel descends from price to pauper.

Early Knowledge Important.

Then all the big manufacturers of the country, whether of wagons or plows, of shoes or clothing, must know whether their great customer, the farmer, is to have money to spend from harvest to harvest. So it is with the merchants all through the agricultural country. Even more important is early knowledge of the crop prospects to the bankers, who must not only finance the movement of the crops to market, but must also know whether the harvest is to cause expansion or contraction of capital ventures through the country. Then there are the four millers and elevator owners, who are directly interested in the marketing of the crops.

Finally there is the great body of men who speculate in the rise and fall in commodity prices and who risk many millions of dollars annually in backing their opinions as to the volume of the crops and the demand for them in the grain markets of the world.

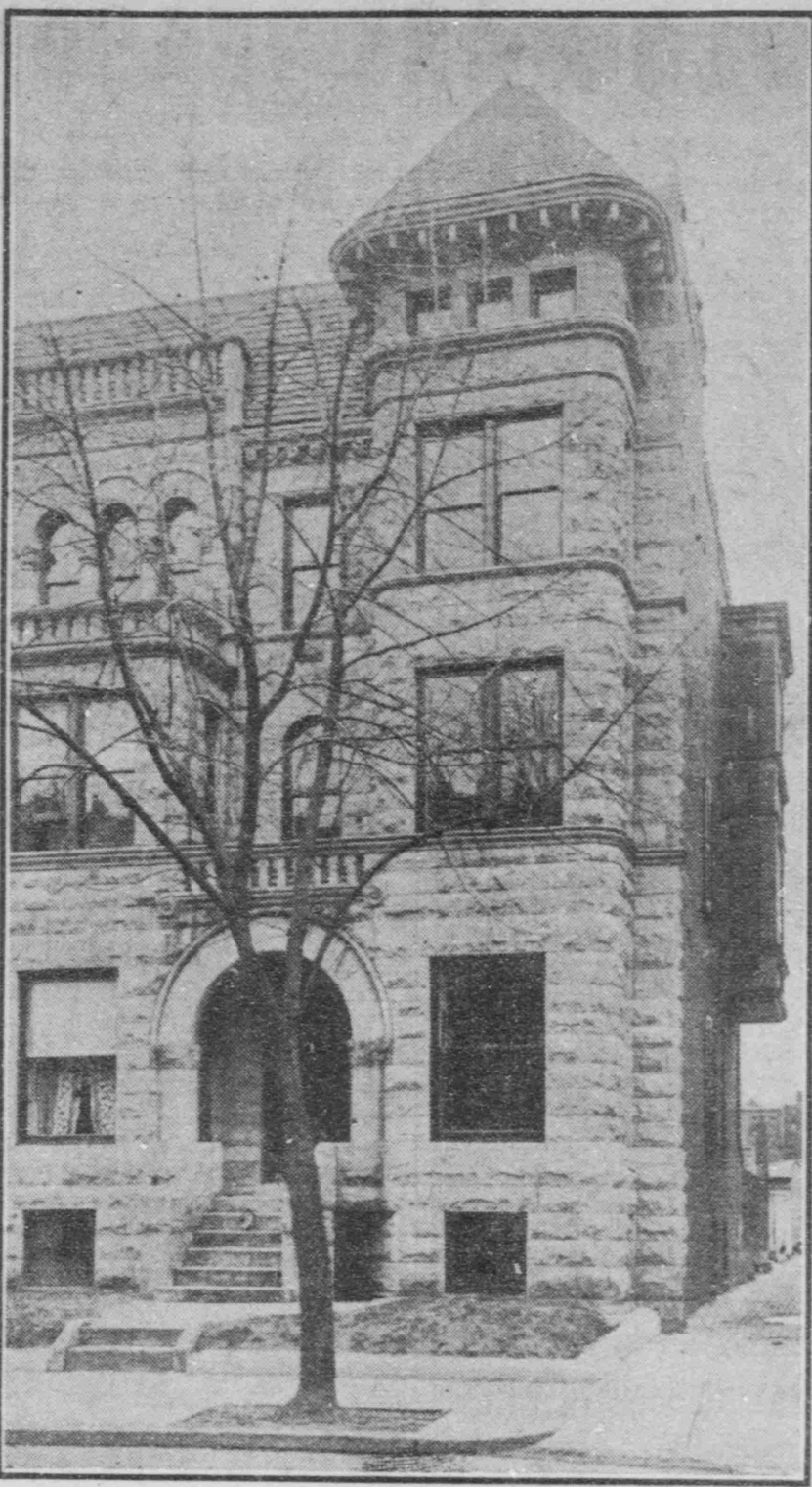
Speculation as Science.

The great wheat speculators, like Arthur or Jim Patten, who have run the big campaign this year in May wheat, are successful because they make speculation a science. Patten looked the ground over last fall, when May was around 90 cents, and, after studying all the known factors, concluded that wheat must rise through the winter. He took his position, fought day after day in the pit against men of wit, as daring and as intelligent as himself, and followed the market up as the factors that he had foreseen came to have their effect on prices. Now he is many hundreds of thousands of dollars ahead, not because he has run a "corner" or has put up prices artificially, but because he has foreseen conditions accurately.

Patten, Armour, and other big wheat speculators plan their campaign in a large measure on the estimates made of the size of the forthcoming world harvest by trained forecasters. The government, recognizing the importance of early

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RESIDENCE IN R STREET.



Home of Otto Luebkert, near Eighteenth street northwest.

FERTILIZER COMPANY'S PLAN

Independent Concern Will Take
Over Plants.

J. P. Morgan & Co. Will Under-
write Stocks of the
Corporation.

Baltimore, April 17.—The Independent Fertilizer Company, which has been in process of formation for several months, will be known in the future as the United States Fertilizer Company. The capitalization will be \$20,000,000, equally divided between preferred and common stock.

The corporation now owns the Kallwerke Solistadt, a German potash-producing company, a contract for the entire output of the Tennessee Copper Company's sulphuric acid plant, and distribution contracts with manufacturers of fertilizer for a minimum of 700,000 tons a year.

Several Baltimore plants are to be taken over by the new combination, which will control in all about fifty independent companies, extending from Maryland to Florida. Upon the completion of the organization of the company, J. P. Morgan & Co., of New York, will act as its fiscal agent, and, after receiving payment as proposed to them, that firm will subscribe and pay in cash \$100 a share for 10,000 shares of the 250,000 shares of 5 per cent cumulative preferred stock, and a like amount of the 250,000 shares of common stock of the corporation to be authorized.

Dividends on the preferred stock, it is said, will date from January 1, 1910, but the directors will declare, unless inconsistent with the best interests of the corporation, a dividend of 5 1/2 per cent out of the surplus earnings for 1909. The organizers of the company must provide for common stock subscriptions, including J. P. Morgan & Co., \$2,325,000, and for the preferred stock subscriptions in Kallwerke Solistadt, Tennessee Copper Company, J. P. Morgan & Co., and fertilizer manufacturers, \$2,200,000, and for preferred stock subscriptions in cash, including J. P. Morgan & Co., \$5,750,000, the total being \$12,275,000.

It is stated that as approximately \$3,250,000 common and \$8,500,000 preferred will be the initial issue necessary in acquiring the properties mentioned, such estimated earnings would show approximately 12 per cent on each class of stock. This is estimated as follows:

Kallwerke Solistadt.....	\$700,000
Tennessee Copper Co. at \$5 1/2 c. b. 300,000.....	1,500,000
Fertilizer manufacturers, 700,000 tons minimum contracts, \$2 per ton.....	1,400,000
Total.....	\$3,600,000

Terms of subscription for the preferred stock at par shall be 10 per cent, payable on date of subscription, 15 per cent payable on each first day of August, September, October, November, and December, 1909, and January, 1910, respectively. No subscription shall be binding until at least \$5,750,000 of the preferred stock has been subscribed for in cash.

WATERWAY AND RAILWAY.

Equipment Costs Much Less in In-
land Canals.

Germany's inland fleet numbered in 1902 24,127 boats, with a tonnage of 4,570,500. The traffic per kilometer on Germany's waterways is something like 50 per cent greater than per kilometer of railroad, the figures in 1895 being: Water transport, 250,000 tons per kilometer; railroads, 500,000 tons per kilometer (kilometer, 0.62 mile).

The relative cost of moving freight by land and water may be seen by the following: A horse can pull at a speed of three miles per hour on level road, two tons; on railroad, fifteen tons; on canal, eighty tons.

Canals, under ordinary circumstances (the Panama mountain cutting being an unusual and extraordinary exception) can be built considerably cheaper than railroads. Boats and barges cost one-fifth as much as freight cars per tonnage capacity. The waterways and boats may be maintained at an insignificant comparative expense, and a steam-towed cargo of freight on a good, broad canal or waterway will travel 1,000 miles in less time than the railroads require to deliver the same amount of freight, a fact due to the crowded rails, congested terminals, and car shortages.

GERMAN MERCANTILE SUITS

Purchaser Has No Redress Except
Through Damage Claims.

Proceedings Must Be Promptly Filed
and the Evidence Must
Be Clear.

Consul George Eugene Eager, in the following report from Bremen, calls attention to the German law governing the acceptance or rejection of merchandise ordered by one firm from another:

A question being asked by a New York firm as to "what chances a foreign firm stands with a domestic concern in fighting out a civil suit in a German court," the answer made was that the judgment would be an impartial one and that the foreign firm would have the same chances as the German concern.

The law in Germany, which applies as well to the foreign buyer as to the domestic, is most impartially enforced, as follows: If an importer buys goods of a German manufacturer, he must, immediately on receipt of the goods, go to the custom-house and examine them. If they are not what he has ordered in every respect, he must at once notify the manufacturer and refuse to accept them. If this is not done within a reasonable time (eight days), it is taken for granted that the goods have been accepted. The fact that the goods in question remained in bond for a time would not help the case. With certain articles the law demands that an immediate trial be made. If a brewer buys malt, he must, immediately upon the arrival of the malt, make a trial brew to determine the quality. If he should fail to make this trial, and keep the malt until needed, and then discover that it was bad, he could obtain no redress in the courts.

It is the same with raw silk. If a manufacturer buys a certain quality of raw silk, the law requires that as soon as the silk is delivered a trial sample of the silk must be at once submitted to a sample and expert, who must cook the sample and determine as to its quality. If this is not done at once and the results reported, it is considered that the silk has been accepted and must be paid for, whether the quality is as ordered or not.

In the present instance, a New York importer, having a branch house in Japan, placed a considerable order for a bill of goods with a local manufacturer; the goods were shipped to the branch house in Japan, and upon arrival were bonded and taken out of bond as needed. If the goods had been examined as soon as they arrived and the manufacturer notified that they were not the same in quality and color as ordered, he would undoubtedly have been able to win his suit for damages in a German court.

Any foreign concern wishing to prosecute a German firm for damages in a breach of contract or other civil suit must deposit a sum of money in advance sufficient to cover the entire cost of the proceedings. In case the plaintiff should win his case, this money is refunded and the defendant must pay the entire costs.

KEEPS POTATOES IN COKE.

New German Method Prevents Tarnish
from Sprouting.

Consul General Richard Guenther, of Frankfurt, reports that a German publication, the Practical Adviser in Fruit Raising and Gardening, states that a new method for keeping potatoes and preventing sprouting consists in placing them on a layer of coke. Dr. Schiller, of Brunswick, who has published the method, is of the opinion that the improved ventilation by means of coke is not alone responsible for the result, but believes that it is due to the oxidation of the coke, which, however, is a very slow one.

Coke always contains sulphur, and it is very possible that the minute quantities of oxides of carbon and sulphur, which result from the oxidation, mixing with the air and penetrating among the potatoes, are sufficient to greatly retard sprouting.

Potatoes so treated are said to keep in good condition until the following July.

May Establish Observatory.

The Chinese authorities are proposing to establish an observatory somewhere in Canton and to engage an astronomer. Plans are being prepared for its construction, and funds are being collected for the purchase of the necessary apparatus.

WHERE THE MILLS MAY SELL COTTON

Southern Operator's Views
on Present Conditions.

MARKET IN LATIN AMERICA

W. E. Nattress Advocates Formation
of Special Bureau to Develop Trade
in Republics to the South—Would
Foster Shipping and Direct Transportation Service There.

Mr. W. E. Nattress, of Statesville, N.C., a cotton manufacturer, firmly believes that the making of cotton goods in the South should be carried much farther than at present. In a communication to The Washington Herald he declares that the cry of hard times and overproduction does not scare him, and that the South will recover from its present period of depression in this industry and profit greatly from its adversity.

Mr. Nattress takes the view that special attention must be paid by the Southern manufacturer to the question of markets, and he finds that the chief outlet for Southern-made goods is in Latin America, and that trade must be developed there in the future. Upon this point he says:

"Others may write of trade relations with the Orient. It is the purpose of this letter to stay nearer home, and, if possible, force a few ice-cold facts and figures upon the attention of our Southern cotton manufacturers regarding the possibilities for expansion of trade in the republics contiguous to our southern border, where a ready and progressive people are waiting for American energy and initiative to stimulate these possibilities into a commercial era of great magnitude."

Large and Populous Area.

Mr. Nattress then calls attention to the comparative areas of the United States and Latin America. The United States, including Alaska, has 3,650,000 square miles, and Latin America, represented in the republics of Central and South America, has 8,506,312 square miles. Brazil has 3,200,000 square miles of territory; Argentina, 1,130,000; Mexico, 767,238; Bolivia, 795,000; and Peru, 855,000 square miles. Mr. Nattress says the most notable fact in this connection is that Brazil is larger than the United States, Alaska eliminated, by 175,000 square miles. He says the total population of Pan America is 130,027,000, of which the United States has 84,545,000 and the other countries 45,482,000.

From these facts, he argues that such territory and such population is the natural field for Southern trade.

"Now, let us analyze," continues Mr. Nattress, "what the cotton manufacturers have done. The \$11,313,015 of cotton manufactures exported to South America during the fiscal year ended June 30, 1907, is classified as follows:

Dyed, colored, or printed cloth.....	\$ 936,300
Unbleached cloth.....	2,232,001
Bleached cloth.....	1,908,000
Total.....	\$4,076,301

Cotton yarns and threads..... 126,158
Total..... \$4,202,459

Cotton waste, wearing apparel, and other cotton products..... 2,730,402
Grand total..... \$11,313,015

"Compare the foregoing with the export trade of England to the same countries, covering the same period of time, on cotton cloth and cotton yarns:

Cotton cloth.....	United States.....	England.....
Cotton yarns.....	\$3,447,400	\$13,336,302
Total.....	238,158	6,300,302
Total.....	\$3,685,558	\$19,636,604

In favor of England..... \$6,951,046

"These figures show that the export trade of England to the country just south of us on cotton cloth was nearly six times greater than our own while on cotton yarns and threads it was fifty times greater."

Southern Men Indifferent.

"Not only do it seem that Southern manufacturers are indifferent to the opportunity bequeathed them by nature to become the dominating factor in the cotton manufacturing world, but it is becoming apparent that we are closing the door to the marketing of the product."

"Then we are content to sit down and let the outside world fix its own price on that product. We rush this increasing production on our home markets through a few commission men and brokers at competitive prices with each other, and frequently in competition with ourselves, until these markets, huge and splendid as they are, become surfeited."

"In the meantime England is buying and reselling our cotton goods there, reshipping it back again in cloth and yarns, and selling them at our very doors."

"Some fabrics of American manufacture, like overalls materials, still have a name in Brazilian markets that stands in spite of time, competition, and cheap substitutes, and only a bettering of general tariff conditions in Brazil is necessary to revive American trade in such lines. In some lines of American goods there is apparently little chance of doing anything. English competitors have built up a special trade, and so far have been able to keep it."

"Manufacturers continue to put more cotton and less filling in their goods, and do not sell so cheaply. In Brazil this policy works against American goods chiefly, as it increases the duty upon them. A difference in the weight of a thread, or in the number of threads, may mean different customs classification at a much higher rate of duty."

"For every dollar paid up by Brazil for our cotton yarns she paid England \$3.28."

"Is there prejudice against our cotton manufacturers? Apparently not, for John Barrett, director of the Pan American Bureau at Washington, whose intimate acquaintance with these people and accurate knowledge of their trade conditions entitles his conclusions to consideration, says:

"Just the minute that the manufacturers of the United States can lay down in any Latin American country a product in competition with Europe, or supply the Latin Americans what they want in competition with European prices, they will buy it from us just as quickly as they will buy it from Europe, and I think, a little bit quicker."

"Where, then, has been the difficulty in our making any headway against our European competitors?

"Without argument, when he stated, 'In the year ended June 30, 1905, there entered the port of Rio de Janeiro (a city with a population of one million people) steamers and sailing vessels flying the flag of Austria-Hungary, 13; of Norway, 12; of Italy, 15; of Argentina, 24; of France, 24; of Germany, 67; of Great Britain, 178; and of the United States 20 steamers and seven sailing vessels, two of which were in distress.'"

"Senator Simmons, in a recent speech before the United States Senate, cautioned the Senate that he said:

"Mr. President, the condition of our

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and
Build
in
Chevy Chase
the
Suburb
Beautiful
of
Washington

Gratify Your Ambition to Own a Suburban Home.

None of us is so wedded to the hum and heat of the city but that when the day's work is done there comes a longing for a change.

What change could be more complete—more grateful to the tired body and jaded senses—than the daily trip to one's own attractive home in the suburbs?

Chevy Chase is the place for such a home. Chevy Chase—the suburb beautiful of Washington—the one exclusive suburban residential section which offers all the conveniences of the city and all the health and beauty attributes of one of nature's most richly endowed rural sections.

We shall be glad to explain how it is possible for you to buy and build in Chevy Chase. We will submit the best propositions—we will arrange equitable terms—we will offer unmistakable evidence of the stability and prospects of an investment in Chevy Chase property.

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10% Investments 10%

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Price \$16,000 Rent \$1,600

TWELVE TWO-STORY
BRICK DWELLINGS.

WHITE TENANTS.

Corner lot, fronting 100 feet on an avenue, and 113 feet on a main street.

SOUTHWEST:

Price \$3,875 Rent \$387

THREE TWO-STORY
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WHITE TENANTS.

DWIGHT ANDERSON,
EXCLUSIVE AGENT.

526 Thirteenth Street N. W.

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Until through cars are run on the
Brightwood Avenue Line,
May 1. Prices will go up. Buy a
beautiful, large lot at

Takoma Park, D. C.

\$500 to \$1,200.

Location—Lots are located
west of the steam railroad near
the new District school, churches,
and stores. One car fare. Select
neighborhood. Terms to suit.
See these before buying a lot.

HOMES HOMES
At Takoma Park.

I have also a number of desirable
houses for sale at prices ranging
from \$5,000 to \$10,000.

H. L. Thornton,
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CITY IS EXPANDING TOWARD THE NORTH

Continued from Page One.

teenth street northwest, for \$7,500. The property consists of a three-story and a four-story brick building with ten rooms. The lot has a frontage of eighteen feet. The owners were the heirs of the Anna R. Taylor estate, and the purchaser a down town business man who will occupy the property as a home.

John W. Childress announces the sale of the property to Mrs. Charlotte Dailley, at 1110-1112 Fourteenth street, for \$35,000. This property is situated just south of the Portland Hotel, fronts twenty-seven and one-half feet on Fourteenth street, and runs through to Vermont avenue with a frontage thereof of thirty feet, the average depth being 110 feet.

Mrs. Dailley will tear down the old buildings now on the lot and erect thereon a new structure, five stories in height, with stores on Fourteenth street, physicians' offices on first and second floors on the Vermont avenue frontage, and bachelors' apartments above. The lot is admirably adapted for these purposes, being open on three sides, with the main entrance on Vermont avenue.

The former owner, W. E. Russell, was represented in the sale by L. W. Groomes. Four Houses Bring \$8,000.

Stone & Fairfax report the sale of four houses at 609 to 615 Morton street northwest for Charles J. Butler. These houses are of brick, just completed, having been erected by J. Levy. The acquisition was \$8,000. The houses are considered as investments by the purchasers.

Stone & Fairfax also report the sale for Mrs. Alvina Engley of the dwelling 720 Twenty-first street northwest, which the purchaser, K. E. Fall, will occupy as a home. The property has a frontage of over thirty feet, with a depth of 150 feet. The house is a two-story and cellar, containing nine rooms.

Willett & Reinecke Company report the sale for J. W. Bussey of the property at 1305 E street northeast to J. H. Summers, who will use it for his home. The house is built of press brick and has six rooms. The purchase price is about \$3,500.

An Investment.

We have had placed in our hands 5 houses which we can sell either separately or as a whole.

\$11,250

Will buy all. Each rents for \$16.30 per month. A trust of \$1,600 on each will be allowed to remain.

Call at office for particulars.

Thos. J. Fisher & Co., Inc.

738 15th St. N. W.

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After 5 P. M., Main 6746-y.

Brazil Pays High for Flour.

It is evident that Brazil paid a higher price for its flour in 1908 than in 1907, and incidentally it appears that in the loss of trade, due to a general decrease of imports into Brazil, the United States lost considerable in quantity, but little in value. In other words, it secured almost as much in credits in international trade as it did the year before, but with much less product. The decrease in the flour trade is in keeping with the general trend of Brazilian imports for 1908 and not due to any extraordinary cause, though there has been some increase in the imports of wheat.

WILL YOUR BIOGRAPHY BE

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Have you ever counted up the years you have been paying rent, or looked forward to the years you will continue to pay rent? Will the coming years not bring the same results which the past years have brought you? If a proposition could be shown you in which you could save something out of your monthly rentals, is it not worth while looking into? We have such an arrangement, called the RENTAL-PAYMENT PLAN. It has been most satisfactory to hundreds of purchasers, and we know it will be to you if you will give it a trial. Call or drop us a postal regarding the most equitable plan ever offered for the purchase of a home.

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